

1/30/98

Pitcher Set

UPCs Item Desc. Reorder Lead Time Min. Reorder Qty:	75 Pitchers 10 wks		50 Sets of 4 Glasses 10 wks	
	5000 Combined Sets			
	Initial Fcst.	Trend 95%	Initial Fcst.	Trend 112%
10/29/97	-		-	
11/5/97	1,573	1,595	2,622	1,652
11/12/97	3,252	3,319	5,419	4,739
11/19/97	4,421	4,195	7,369	6,298
11/26/97	5,103	5,177	8,504	8,045
12/3/97	5,591	5,620	9,318	8,843
12/10/97	5,924	6,061	9,873	9,658
12/17/97	6,368	6,379	10,613	10,231
12/24/97	6,738	6,608	11,230	10,850
12/31/97	7,091	6,769	11,818	10,933
1/7/98	7,386	6,946	12,310	11,250
1/14/98	7,662	7,279	12,769	14,302
1/21/98	7,951	7,554	13,252	14,843
1/28/98	8,218	7,807	13,697	15,341
2/4/98	8,453	8,030	14,088	15,779
2/11/98	8,678	8,244	14,464	16,200
2/18/98	8,956	8,508	14,927	16,718
2/25/98	9,138	8,681	15,230	17,057
3/4/98	9,295	8,830	15,491	17,350
3/11/98	9,532	9,055	15,887	17,793
3/18/98	9,597	9,117	15,995	17,915
INITIAL FCST.	9597		15995	
INITIAL ORDER	10,400		17,109	(incl. 599 over)
PERCENT ORDERED	108%	114%	107%	96%
SHORTAGE (per Trend)		(1,283)		806
(PO's-Trend)				

- Partial shipments - 1/2 earlier.
 - Air freight to cover 1st few weeks.

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